

MARKED IMPROVEMENT SHOWN IN U. S. EXPORTS

Official Asserts Business Better Now Than Before War.

TWO BIG FACTORS POWERFUL

Efficiency in Manufacture Plus Service in Selling Prove to Be Two Much for European Competition, Seek to Speed Up Sales.

By Dr. Julius Klein, Director Bureau of Foreign and Domestic Commerce.

WASHINGTON, Dec. 29.—A rosy hue is manifesting itself on the American export horizon.

There is nothing radically wrong with our export situation, in fact, thanks to the extermination of "Zemshinsky" firms, whose elimination is really a helpful factor, the American export community as a whole is in better shape today than it was before the war.

The lessons learned at so great an individual cost are being capitalized by far-sighted exporters into better and more intelligent methods.

The two great factors in American merchandising abroad, namely, efficiency in manufacture plus service in selling, are even more powerful today than in the pre-war years, when they were already proving to be too much for European competition in such markets as Latin-America and the Far East.

The competition is far less formidable now than in 1913. In other words, our old stand-bys, " Yankee ingenuity" and " Yankee production," are still with us.

There is need for exercise of prudence and shrewdness, but there is no cause for despondency.

Europe, our most important customer, the normal market for nearly two-thirds of our total exports, is recovering. Good times are slowly returning to Latin-America.

Exchange the most difficult problem in our trade with the Far East, responding to the action of the usual economic forces, especially the normal relations between exports and imports.

Over fifty committees of manufacturers and merchants are now working hand in hand with the foreign trade experts of the Department of Commerce in order to improve American export methods and speed up sales.

These are real working units of practical men in the business world. They know what business needs and the Department of Commerce knows how to get what is needed and to distribute the facts to the points where they will accomplish the most good.

When business and government form a partnership of this kind American export success is assured. (Copyright, 1921, by United News.)

FIRM IN RICHMOND SECURES CONTRACT TO SCRAP VESSELS

(Continued From First Page.)

The James near Claremont, will be broken in the same fashion, and largely by the group of contractors with whom the government closed yesterday.

The wreckers are to pay the government \$1,000 outright for each ship demolished and 50 per cent of the profits above \$1,000.

The Sales Corporation of Richmond, which as stated above is subsidiary to Sternheimer Brothers, composed of Fred and Nathan Sternheimer, will have the two boats altered if towed to the local port at once, and a large force of men will be put to work dismantling the vessels.

The Richmond contractors are sanguine of dismantling the ships to the financial satisfaction of the government and naturally expect to get a large portion of the contract.

Details as to the work on the Richmond end of the "experiment" were not given out last night, awaiting the return of the contractor, Sternheimer Brothers, who was in Washington yesterday in conference with the Shipping Board.

Orders for Testing Recruits. Advance copies of General Orders No. 1, dated January 1, 1922, have gone forth from the Adjutant-General's office relative to instructions for testing of recruits.

Recruits will not be placed in the company for instruction purposes until they have passed a satisfactory test before the company commander in the following subjects: articles of war, military discipline and courtesy, arms, uniforms and equipment, personal hygiene, first-aid and care of the feet, school of the soldier and squad, setting up exercises, preliminary instructions for target practice, orders for sentinel, appreciation of American institutions and obligations of citizenship.

5 Cents a Day

J-B-MOSBY & CO.

ANNOUNCE for today's Clover Sale interesting reductions on

Children's Hats and Coats

for winter wear. Hats for kids 2 to 6; Coats for 2 to 15-year olds.

Prices are cut almost in half.

MIDGET IS ONLY ONE-HALF OF A MAN. RULING OF NEW YORK MAGISTRATE

NEW YORK, Dec. 29.—(By United News.) The eyes of the law in New York, negotiable at the rate of two for one human being of normal size.

Two midgets, members of an Austrian theatrical troupe, went patting into Magistrate of Criminals, Washington Heights court, shaking their tiny fists at Morris Price, a 150-pound driver.

Price cited the ordinance permitting him to charge double fare if the party exceeds five persons.

The midgets clamored, asserting that their total displacement didn't exceed that of three man-size persons, which, they said, left them plenty of margin for claiming the \$150 fare.

The magistrate upheld the midgets and Price had to accept \$150. Price has a "black eye" on his knee where one of the midgets punched him.

NEW SUBMARINE WAR RULES MET BY STRONG OPPOSITION

(Continued From First Page.)

Heve that he may in some way make his position known before very long. Neither Senator Borah nor Mr. Taft would say whether the former President's proposals were discussed in their talk today.

The debate over submarine regulations today centered about the resolutions presented yesterday by Elihu Root, head of the American delegation.

General approval of the first of these resolutions, expressing adherence to the principles of search and seizure, as already established in international law, was given by all the powers, and it was predicted that the question of phrasing would not be a difficult one.

There was an effort to bring the debate to refer the whole subject to a committee of jurists, but the Americans and British took a determined stand for definite action at the present conference.

Changes Existing Law. A far different situation developed when the second Root resolution, prohibiting that submarines be prohibited from attacking merchant ships, Great Britain would continue to organize her trawlers against British, it was said by one of their spokesmen, would not regard such a prohibition as tantamount to abolition of the submarine, because they would feel that in time of stress an enemy might disregard the rules as Germany did in the world war.

The aircraft subcommittee, which practically completed its report today, and may present it to the delegates tomorrow, was said tonight to regard as quite as troublesome as the problem of drafting submarine restrictions. The report is said to have been approved, however, that some step in that direction taken by the Washington conference.

land's destinies. They must observe during this period of uncertainty the same splendid discipline as shown since the first political crisis arose.

Favor Ratification. The Official County Council, in the constituency of Dr. Patrick MacCartan, former Sinn Fein ambassador to the United States, today adopted a resolution in favor of ratification of the Anglo-Irish treaty.

The resolution carried with it an amendment proposing in the Dail Eireann to act unitedly in whatever decision it should take.

The corporation of the town of Sligo was among the other bodies which today passed resolutions supporting ratification.

Legion Auxiliary Plans Party. Dr. Kate Waller Barrett, of Alexandria, was the principal speaker at the monthly meeting of the Women's Auxiliary of the American Legion in the Richmond Hotel, Mrs. C. W. Massey, president, presided.

The members voted to hold a card party January 17, in the Richmond Hotel, for the purpose of raising funds to carry on the work of the auxiliary.

Mrs. Everett Hanger was appointed chairman of the committee which will arrange the entertainment.

Committee Meets Today. The exhibition committee of the Chamber of Commerce, of which E. T. Harrison is chairman, will meet this afternoon at 4 o'clock to discuss detailed plans for the 1922 exhibit of Richmond-made goods, which will be held in February.

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DABNEY IS INDORSED FOR SUPREME BENCH

Ablemarle Bar Favors Law Instructor for Vacancy.

(Special to The Times-Dispatch.) CHARLOTTESVILLE, VA., Dec. 29.

Members of the local bar unanimously have adopted resolutions endorsing Judge A. D. Dabney, of the Corporation Court, for the vacancy on the Supreme Court of Appeals occasioned by the recent death of Judge Saunders.

Judge Dabney is a son of the late Professor Walter D. Dabney, of the law department of the University of Virginia, and a prominent and influential member of the Virginia legislature.

He was educated at the University of Virginia, where he won his diploma in the law school in 1904. Upon his graduation, he became a law writer with the well-known local law book publishers, the Michie Co., and for two years worked on the Virginia-West Virginia Law Digest.

Recently Judge Dabney has compiled all the decisions of the courts of the various States and Federal jurisdiction on the prohibition law, the volume being published by the Michie Co. under the title "Dabney on Liquor Prohibition."

Judge Dabney practiced his profession in this city for a period of ten years, and has also served as attorney for the Commonwealth.

Permit Direct Settlements. (By Associated Press.) BERLIN, Dec. 29.—Americans holding claims against German subjects are now permitted to make settlements direct.

It was announced today since the American government declined to become a party to the interallied clearing process provided for in the treaty of Versailles.

The German official restrictions, which were in force pending America's decision on the exercise of her option with respect to the adjustment of private claims of her citizens have been removed, and German debtors are now permitted to negotiate directly with their American creditors.

Preparing Pamphlet on Vahlsola. Headquarters of the Virginia Historical Pageant Association is preparing copy for a temporary illustrated pamphlet, outlining the plans and purposes of the Virginia Historical Pageant to be staged in Richmond the week of May 22, next year.

These pamphlets will be of convenient size for the business houses of the city to include them in each letter or parcel of outgoing mail.

This is one of the general advertising plans which will be carried out to every quarter of the globe.

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Everything a Good Stationery Store Should Carry.

Largest Stocks - Best Service - Rite Price

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Twelve-Six Main (Just Below Posters Bank) Stationers, Printers, Engravers, Rubber Stamp, Seal and Stencil Makers.

8 CONVICTS ESCAPE; LIBERTY IS SHORT-LIVED

Prisoners Trained by Hoodhounds Through Tennessee Mountains.

(By Associated Press.) KNOXVILLE, TENN., Dec. 29.—Eight prisoners made their escape early today from the Brushy Mountain branch of the State prison at Petros, and were later recaptured, according to reports received here.

All were serving long terms. They made the dash for liberty while the men were being taken to work in the mines, knocking a twelve-foot plank from the midway leading to the mine.

The prisoners were trailed by hoodhounds through the mountains. Five were caught in one place, where they had gone into hiding until nightfall, and the other three were caught separately.

TO BUILD THEOLOGICAL SEMINARY FOR NEGROES

(By Associated Press.) NASHVILLE, TENN., Dec. 29.—At a conference here today of the joint commission representing the Southern Baptist Convention and the Negro National Baptist Convention, it was decided to begin early building operations on the theological seminary for negroes that will be erected here jointly by the two conventions.

While Baptists of the South are placing \$250,000 into the seminary from the proceeds of the next five years, and will cooperate in the general supervision of the work of the institution into the far future, the Negro National Baptist Convention expressed its determination to develop the institution into the foremost negro theological seminary in America.

Big Egyptian Cotton Shipment. WASHINGTON, Dec. 29.—A record of 10,000 bales of Egyptian cotton, the largest direct shipment of the kind ever assigned to this country in an American bottom, will be carried by the Shipping Board steamer Ophis when it sails from Alexandria, Egypt, for Boston within a few days.

View President Lays, of the Shipping Board, announced tonight.

An High Class Hotel with Moderate Rates

Popular priced Club Breakfasts

A Cafeteria—the last word in up-to-dateness—just opened

RATES Single Room with bath - \$3.00 Double Room with bath - 6.00

Hotel Breslin Broadway at 29th St. New York

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STORY MAJOR SHOT FELLOW-SOLDIERS IS STORM CENTER

(Continued From First Page.)

Opie kill the man referred to," he said yesterday. "I walked alongside the man and saw him lying dead by a shell hole."

William D. Gillie, also of this city, formerly a corporal in Company B, said yesterday that he saw Colonel Opie with a rifle and saw him shoot at a man, but he would not be positive that the man was killed.

Gillie also denied that members of Company B "brooke."

Linwood W. Jones, of 1810 Bainbridge Street, South Richmond, declared yesterday that while he did not witness the killing of the messenger attributed to Colonel Opie, he heard of it within fifteen minutes after it is alleged to have happened.

Jones also denied that certain Gray's failed to stand their ground, and said that Company B executed a strategic retreat, which had been ordered.

Testify to Innocence. Lieutenant Wilkes said yesterday that he would go to Washington the moment he is summoned to testify to the innocence of his former commander.

Corporal Fox has an honorable service record and was twice wounded in action. His service record shows that he participated in three major engagements—at Hantsville, Ala., Mexico-Arizona and Melrhough Hill. He was severely wounded in action August 7, 1918, and slightly wounded October 9, 1918.

Captain Stack, on landing at Newport News on the return of the One Hundred and Sixteenth Infantry, highly praised the bravery of the Richmond boys who had served under him.

Within 5 Minutes of Everything Worth While

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him, saying that they had taken every offensive against which they had been sent. It was to the One Hundred and Sixteenth Infantry, commanded by Colonel Fitzhugh Lee Minnick, that a telegram was sent on the night of one of the great battles of the war, by the commander of an adjoining division saying "You damned Virginians fought like hell!"

Appeals for Year End Relief. In his efforts to awaken interest in the relief fund for suffering Russians, Lieutenant Frank Connes, of the Superior Court of New York, was in Richmond yesterday.

Resources of that country are peculiarly exhausted. There is widespread starvation and a prevalence of cholera that will grow as weather gets colder.

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Price is not the only advantage. We offer quality that cannot be surpassed.

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Motor Inn

Reservations for Tables should be made early. Call Boulevard 5088.

An inspection system which nothing escapes is a guarantee of perfect cleanliness in a Bread of quality

it's NOLDE'S TIP-TOP AMERICAN-MAID BUTTER-NUT BREAD quality

Order Nolde's Fruit Cake and Pound Cake for New Years

Are You Ready for 1922?

Just one figure—the changing of a one to a two—but it means we are standing on the threshold of a new year. Standing, knocking, waiting, for four seasons, twelve months, fifty-two weeks, three hundred and sixty-five days. May all of them be happy days for you is the sincere wish of those by whom this message is signed.

Are you ready for the New Year? Do you realize the home happiness that it can bring to you and yours if you but lend a helping hand in making home the place where joy and sunshine tarry, where contentment reigns supreme?

And the greatest aid we can offer to make yours a happier home is furniture so restful, companionable and inviting as to make you enjoy home as perhaps never before.

When you write out your New Year's resolutions, jot down, please: "I'll visit Sydner & Hundley's." That's all, except to obey this resolution, which you'll find one of the most helpful you have ever made.

Sydner & Hundley Seventh and Grace Streets

Advertisement for 'Tomorrow Is the Day' featuring a large question mark and the text 'A Genuine Surprise Awaits You! Your Question Is Answered in Saturday's Evening Dispatch Get Your Copy Without Fail!'